

Message Text

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20

ACTION EUR-25

INFO OCT-01 ISO-00 PM-07 NSC-07 SPC-03 SS-20 RSC-01

CIAE-00 INR-10 NSAE-00 DODE-00 EB-11 COME-00 OMB-01

MC-02 H-03 AEC-11 ACDA-19 DRC-01 /122 W

----- 126840

R 160822Z MAR 74

FM AMEMBASSY THE HAGUE

TO SECSTATE WASHDC 3173

INFO AMEMBASSY BRUSSELS

AMEMBASSY BONN

AMEMBASSY COPENHAGEN

AMEMBASSY OSLO

USMISSION NATO

AMEMBASSY PARIS

AMEMBASSY ROME

USNMR SHAPE

USCINCEUR

CINCUSAFE

C O N F I D E N T I A L THE HAGUE 1359

E.O. 11652: GDS

TAGS: MASS, BEXP, BE, NL, NO, DA

SUBJECT: REPLACEMENT AIRCRAFT FOR THE DUTCH F-104S

1. SURING CALL ON MARCH 14 BY GENERAL DYNAMICS
(GENERAL GLASSER, VICE PRESIDENT, INTERNATIONAL;
AND JACK PHELAN, CHIEF, EUROPEAN DIVISION), THE
AMBASSADOR DESCRIBED THE EMBASSY'S POLICY, MAKING IT
CLEAR THAT IN OUR CONVERSATIONS WITH THE GON WE WERE NOT
ADVOCATING A PARTICULAR AMERICAN REPLACEMENT AIRCRAFT
BUT WERE FOCUSING ON THE IMPORTANT ADVANTAGES TO THE
GON OF SELECTING AN AMERICAN PLANE, AS THE AMBASSADOR
HAD SET OUT IN HIS RECENT LETTER TO MINISTER OF DEFENSE
VREDELING (REF THE HAGUE 1135). THIS SAID, THE
AMBASSADOR GAVE THE GENERAL DYNAMICS REPRESENTATIVES A
FRIENDLY WORD OF ADVICE AGAINST ATTEMPTING TO USE HIGH
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PRESSURE TACTICS WITH DUTCH AUTHORITIES. THE AMBASSADOR

SAID THAT IT HAD COME TO US FROM SEVERAL SOURCES THAT THE FRENCH WERE APPLYING SUCH TACTICS IN FAVOR OF THE MIRAGE AND WERE THEREBY VERY DEFINITELY HURTING THEIR OWN CAUSE. THE AMBASSADOR EXPRESSED FULL UNDERSTANDING FOR GENERAL DYNAMICS' CAMPAIGN TO SELL THE YF-16, BUT ENCOURAGED HIS CALLERS, IN THE US NATIONAL INTEREST, NOT TO PROMOTE THE YF-16 BY KNOCKING THE OTHER AMERICAN CANDIDATES. THE AMBASSADOR ASSURED GENERAL GLASSER AND MR. PHELAN THAT THE EMBASSY WAS QUITE PREPARED, WITHIN THE FRAMEWORK OF THESE CONSIDERATIONS, TO ASSIST THEM AS WE COULD AND TO REMAIN IN TOUCH WITH THEM AS THE SITUATION EVOLVED. GEN. GLASSER REPLIED THAT HE UNDERSTOOD THE EMBASSY'S POSITION, WHICH WAS PERFECTLY SATISFACTORY TO HIM.

2. AT A SOCIAL FUNCTION THAT EVENING, GENERAL KNOOP, CHIEF OF STAFF OF THE NETHERLANDS AIR FORCE, INDICATED THAT HIS WHOLE EFFORT WAS TO AVOID ANY ROCKING OF THE BOAT DURING THIS CRITICAL PERIOD WHILE THE DEFENSE WHITE PAPER WAS IN THE FINAL STAGES OF PREPARATION. KNOOP EMPHASIZED THAT IT WAS ESSENTIAL NOT TO "CONFUSE" THE ISSUE" UNTIL THE WHITE PAPER APPEARED, SOME TIME IN APRIL. FOR THIS REASON, HE HAD LET IT BE KNOWN THAT HE DID NOT WANT TO HAVE ANY BRIEFINGS BY REPRESENTATIVES OF AIRCRAFT COMPANIES OTHER THAN THE THREE OFFICIAL CONTENDERS, I.E., NORTHROP, DASSAULT AND SAAB. HE WAS WILLING TO RECEIVE GLASSER AND PHELAN, AT THEIR REQUEST, IN AN OFFICE CALL BUT HE HAD LET THEM KNOW THAT HE COULD NOT AGREE TO A MORE FORMAL PRESENTATION. HE ADDED TO THE AMBASSADOR THAT AFTER THE WHITE PAPER CAME OUT HE COULD BE MORE FLEXIBLE.

3. KNOOP MENTIONED THAT HE HAD BEEN TALKING TO THE CHIEF OF STAFF OF THE BELGIAN AIR FORCE ABOUT THE REPLACEMENT FIGHTER QUESTION. KNOOP REITERATED THE PREVAILING DUTCH VIEW THAT BELGIAN DECISION WOULD BE OF MAJOR IMPORTANCE TO THE DUTCH.

4. KNOOP SPOKE WITH UNBRIDLED ENTHUSIASM TO BOTH THE AMBASSADOR AND DCM ABOUT HIS RECENT VISIT TO THE US UNDER USAF AUSPICES. HE SAID THAT ALTHOUGH HE HAD MADE TWO CONFIDENTIAL

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PREVIOUS AND HIGHLY SATISFACTORY OFFICIAL VISITS TO OUR COUNTRY, THE VISIT LAST MONTH SURPASSED BOTH HIS EXPECTATIONS AND HIS PRIOR EXPERIENCE. HE WAS MOST APPRECIATIVE FOR THE PERSONALIZED SPECIAL VIP TREATMENT HE WAS ACCORDED AS WELL AS THE SUBSTANTIVE CONTENT OF HIS WELL-CONCEIVED, BEAUTIFULLY CONDUCTED PROGRAM.

5. UNLESS AND UNTIL SUCH TIME AS THE DEPARTMENT INSTRUCTS US

DIFFERENTLY, WE INTEND TO FOLLOW AN EVEN HANDED POLICY
IN OUR TREATMENT OF REPRESENTATIVES OF AMERICAN AIRCRAFT
COMPANIES WHO CALL AT THE EMBASSY FOR INFORMATION AND
ASSISTANCE. AT THE SAME TIME WE WILL BE GUIDED BY
GEN. KNOOP'S INTIMATION AS WELL AS OUR OWN JUDGMENT THAT
THE VIGGEN IS RUNNING A POOR THIRD, THE FRENCH ARE
DAMAGING THE MIRAGE'S CHANCES BY THEIR ANTI-DUTCH DIPLOMACY
AND HIGH PRESSURE SALES TACTICS, WHICH PUTS THE COBRA--
THE ONLY AMERICAN CONTENDER ON WHOM THE DUTCH HAVE
ACCEPTED A BID--QUIETLY IN THE LEAD.
GOULD

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